



# Entrepreneurship Education at Champlain



# Champlain's Educational Approach

Career dimension

Core dimension

Life skills dimension



# Entrepreneurship Curriculum

## BYOBiz Program

## Other Entrepreneurship Programming

- Speaking From Experience
- Elevator Pitch Competition
- Entrepreneurs Club

## Support for Community Entrepreneurs



# Entrepreneurship Curriculum

- MGT 120 – Entrepreneurship-Creating New Ventures
  - Idea generation and opportunity assessment through writing an effective Business Plan
- MGT 270 – Small Business Management
  - Strategies and tactics to manage a young, growing business

*Coming in 2009*

- Advanced Entrepreneurship Seminar
- Practical Freelancing





# B·Y·O·Biz<sup>®</sup>

CHAMPLAIN COLLEGE'S BRING YOUR OWN BUSINESS PROGRAM

BYOBiz provides a supportive environment and proactive mentoring to enable student entrepreneurs to create and develop operating businesses while completing their education.



- BYOBiz student is the CEO
  - Decision maker
  - Responsibility
- “Simulated” Board of Directors
  - Proactive mentoring and advisory role
  - BYOBiz Director plus others appointed by CEO
  - Regular meetings
- A Structured Process
  - Starts with “Strategic Audit”, a comprehensive “where are we?”
  - Helps CEO set annual goals, plans.
  - Important to balance between business needs and academic needs.



- BYOBiz is open to all Champlain students
  - all years
  - all divisions
- Integration with academic work where appropriate
  - BYOBiz “enabled” courses
  - Internships – with your own company
  - Independent studies
- Other Resources
  - Network of mentors, technical experts, internal and external
  - Library Resources
  - Exposure to potential angel investors, venture capital
  - State, local economic development resources

## Special BYOBiz Workshops



# The Future of BYOBiz

Grow to 60+ students / businesses

Refine Process

Entrepreneurship Center Facility

Working Capital Fund

Entrepreneurship Essentials – mini seminar



## Elevator Pitch Competition

- 90 seconds to pitch your idea to a real “suit”
- Three competitive categories
  - Entrepreneurs
  - Job/internship seekers
  - Social advocates
- Coaching sessions
- Serious prizes!



## Entrepreneurs Club

Student run, open to all students

Advisors: Robin Lane, Charlie Nagelschmidt

Purpose: to give students room to explore their entrepreneurial spirit, brainstorm ideas with like minded students

Exploring possible student run, on campus business





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# Support for Community Entrepreneurs

Access to Faculty Practitioners

Talented Interns!

Access to Library Resources

Extensive entrepreneurship collection